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Exporter Guide

Annual

2002

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Report Highlights:

This report provides updated information on the Belgian/Luxembourg food market for U.S. exporters. Its focus are on the Belgian distribution and on consumer-oriented foods.

Includes PSD changes: No
Includes Trade Matrix: No
Annual Report
The Hague [NL1], BE

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I. Market Overview

| Exchange Rate | | |
|---------------|---------|-------|
| Year | U.S. \$ | EURO |
| 1999 | 1 | 0.938 |
| 2000 | 1 | 1.085 |
| 2001 | 1 | 1.117 |
| Jan-Sep 2002 | 1 | 1.083 |

" Belgium has 10.3 million inhabitants. In 2001, the Belgian economy expanded 1 percent, compared to 4 percent in 2000, resulting in a per capita GDP of U.S.\$21,380. Belgium's service sector generates almost 70 percent of GDP, industry 25 percent and agriculture 1.5 percent. Belgium ranked as the tenth-largest trading country in the world in 1999. About three-quarters of Belgium's trade is with other European Union (EU) members; eight percent is with the United States. Belgium imports many basic or intermediate goods, adds value, and then exports final products. The Belgian capital, Brussels, is also the capital of the European Union (EU). The country benefits from its central geographic location, and a highly skilled, multilingual and industrious workforce. Due to the present economical crisis, unemployment rose to 4.5 percent in May 2002, after it had decreased to 3 percent in 2000.

' Belgium has a diversified industrial and commercial base and is comprised of three main regions: Wallonia in the south, Flanders in the north, and Brussels in the Center. The Wallonia area is French speaking, Flanders is Flemish speaking, and Brussels is officially bilingual with English also widely used. There is also a small German speaking area in the East. The largest cities are Brussels (1 million inhabitants), Antwerp (500,000) and Gent, Charleroi and Liege (each with about 200,000). Many exporters view Belgium as an important transit and distribution center for reaching the rest of the European market. The north is generally more densely populated, has more food outlets and greater specialized retailing.

" Of Belgium's 4.2 million households, 1.1 million have only one person. This situation is expected to become more common because the population is aging, children are leaving home earlier and divorces are increasing. The average household size is currently 2.5 persons.

" Total sales for the food market industry reached U.S. \$23.725 billion in 2001, a 1.7 percent decrease at fixed prices in EURO compared to 2000. Larger retailers are still increasing their market share at the expense of traditional stores and open air markets, among other reasons because of food hygiene issues. According to ACNielsen, in 2001, the turnover of the Belgian retail sector increased by 4.8 percent to \$ 14.97 billion. Considering 2.5 percent inflation, this means a 2.3 percent increase in real terms. This turnover was obtained by the 9,192 stores identified by ACNielsen, a drop by 699 stores compared to 2000. In 2001, the market share of discounters (retailers selling a limited product range at discount prices), increased again to 29.5 percent, compared to 27.3 percent in 2000. Hard discounters (who sell only private labels) increased their share significantly to 12.4 percent, compared to 11.2 percent the previous year as a result of the opening of 60 new stores to a total of 874 points of sales.

" The Belgian retail market is dominated by three major chains: Carrefour (formerly GB), Delhaize "Le Lion" and Colruyt (a soft discounter selling both branded and private label products). Other prominent names in the food retailing sector are the Louis Delhaize Group (not related to Delhaize "Le Lion"), which runs the CORA supermarkets among others, and Aldi, the largest hard discounter. These chains also act as distributors for smaller retailers in areas not covered by their stores. Smaller regional chains rely on buying groups and individual importers/ distributors or wholesalers for their imported products.

" The range of private labels in distribution has continued to increase in the case of all product categories, with a current volume share of 36.4 percent and a value share of 29.6 percent. The frozen market has the highest proportion of private labels, with a volume share 59.8 percent and a value share rising to 49 percent in 2001.

| | Number of Stores | | | Share | | | Value of sales (\$ mill) | | |
|-------------------------|------------------|--------------|--------------|-------------|-------------|-------------|--------------------------|---------------|---------------|
| | 1999 | 2000 | 2001 | 1999 | 2000 | 2001 | 1999 | 2000 | 2001 |
| Hypermarkets | 82 | 78 | 74 | 15.7% | 15.4% | 14.3% | 2,619 | 2,261 | 2,141 |
| Supermarkets | 2,085 | 1,919 | 1,962 | 72.4% | 72.6% | 74.8% | 12,077 | 10,658 | 11,197 |
| Superettes | 2,668 | 2,642 | 2,441 | 8.2% | 8.6% | 7.9% | 1,368 | 1,262 | 1,183 |
| Traditional Stores | 5,841 | 5,252 | 4,715 | 3.7% | 3.4% | 3.0% | 617 | 499 | 450 |
| Total Foodstores | 10,676 | 9,891 | 9,192 | 100% | 100% | 100% | 16,681 | 14,679 | 14,969 |

Source: AC Nielsen

| Total Private Expenditures for Food and Beverages in 1999 <i>-in million EURO at current prices-</i> | |
|--|-------|
| Bread & Cereals | 2,429 |
| Meat & Meat Products | 3,739 |
| Fish | 826 |
| Milk, Cheese, Eggs | 1,852 |
| Fats & Oils | 385 |
| Fruits & Vegetables | 1,968 |
| Potatoes | 347 |
| Sugar | 63 |
| Other Foods, Chocolate & Confectionary | 2,386 |
| Coffee, The & Cacao | 358 |
| Non Alcoholic Beverages | 1,127 |
| Alcoholic Beverages | 1,709 |

| | |
|--------------------------------|---------|
| Tobacco & Products | 974 |
| TOTAL FOOD, BEVERAGES, TOBACCO | 18,161 |
| TOTAL PRIVATE CONSUMPTION | 115,223 |

Source: National Institute of Statistics - Survey of Household Expenditures (2000)

Advantages and Challenges for U.S. Products in the Belgian Market

| Advantages | Challenges |
|---|---|
| High availability of innovative U.S. products | Incredible choice of products available within the EU and difficult to attract the attention of major buying groups |
| Affluent market, good buying power | Markets are saturated, competition is harsh |
| Port of Antwerp and an excellent distribution network | High consumer awareness of price/quality ratio's |
| Favorable image of American products | Increasing label and ingredient requirements |

II. Exporter Business Tips

Local Business Customs

Most Belgian business people speak English. The Belgian food buyers know their business and will usually know what your competition is doing. They are highly aware of the profits products will bring them and they are not likely to spend time and resources in products they do not believe in. They are looking for a relationship and will expect continue support.

General Consumer Tastes and Preferences

As the number of working women is increasing, many households want to save time on cooking meals. Therefore, Belgium presents excellent opportunities for consumer-ready foods. People dine out a lot and have a varied taste for new foods. Although eating habits are still mainly traditional, in recent years food safety concerns have changed Belgian food choices. Several food crises diverted many consumers to organic or vegetarian food while GM- derived foodstuffs have virtually disappeared from the shelves as a result of NGO pressure.

Topics in the Belgian Food Market

Quality labels, traceable and GMO-free products earn high incentives from consumer with food safety concerns as a result of the dioxin crisis and several other food crises.

Products which are fresh, organic, low calory or without any additives get more consumer attention as health awareness is increasing.

Fresh- prepacked, frozen, consumer-ready, microwavable dishes and take-away meals make life more convenient for two working people households.

Price and distribution scale benefits allow discounters and supermarkets to take market share from specialty shops and open air markets.

Food Standards and Regulations

Belgium follows EU policies with regard to labeling and ingredient requirements. Additional Belgian law exists with regard to packaging and language used for labeling. More information about regulations and standards, as well as market information, can be obtained from next reports available from the FAS homepage: <http://www.fas.usda.gov>

- ~ EU Food and Agricultural Import Regulations and Standards Report 2002, (FAIRS), (E22084)
- ~ Belgian Food and Agricultural Import Regulations and Standards Report 2000, (FAIRS), (BE0010)

Other exporter tips

Many U.S. exporters participate in USA pavilions at either SIAL in Paris, October 20-24, 2002 (every even-numbered year) or the ANUGA in Cologne, October 2003 (odd-numbered years). These food shows provide an excellent opportunity to show and demonstrate products because they are the largest venues in Europe and are visited by buyers from Belgian and other EU food companies and supermarkets.

The *Foreign Agricultural Service* (FAS) in Washington, D.C. offers *low cost and free services from its AgExport* Division for U.S. exporters. The **Trade Leads service** offers exporters timely information on foreign buyers who are seeking U.S. food and agricultural products. Conversely, potential importers/distributors in foreign countries can be notified of your desire to sell specific U.S. agricultural products through the **Buyer Alert Newsletter** which offers low-cost advertising for U.S. exporters. This newsletter, distributed by USDA's overseas offices, can introduce agricultural export product to foreign buyers. There are also AgExporters' lists, which detail U.S. exporters by product category. For further information, contact Linda Conrad at Conrad@fas.usda.gov, at (202) 690-3421, or by fax at (202) 690-4374.

III. Market Sector Structure and Trends

In Belgium, about 73 percent of food sales take place in supermarkets, 15 percent in hypermarkets, and 12 percent in traditional or specialty stores.

- Y Major supermarkets and hypermarkets, large discounters have national coverage
- Y Buying groups, smaller type self-service retailers, and importers/distributors have regional coverage
- Y Independent retailers have national coverage but buy from regional groups/ importers/

wholesalers

For easier market access and targeting, as well as meeting market regulations, many food products are handled by an importer. However, it is possible to deal directly with some of the supermarket chains. Lists of importers are available from the Office of Agricultural Affairs in Brussels (the e-mail is: AgBrussels@fas.usda.gov or agbrussels@home.uni-one.nl).

| BELGIUM: Number, Market Share and Average Sales of Stores by Size | | | | | | | | | |
|---|---------------|-----------------------|---------------------------------------|--------------|-----------------------|---------------------------------------|--------------|-----------------------|---------------------------------------|
| | 1999 | | | 2000 | | | 2001 | | |
| Description | No. | Market Share % | Average Sale / Store Mil. Euro | No. | Market Share % | Average Sale / Store Mil. Euro | No. | Market Share % | Average Sale / Store Mil. Euro |
| F1 Mass Distribution | 519 | 51.5 | 15.5 | 517 | 52.2 | 16.2 | 515 | 52 | 16.9 |
| Colruyt N.V. (Discount Colruyt), Delhaize "Le Lion" (Supermarkets), Carrefour: Carrefour, Super GB, Louis Delhaize Group: Cora and Match, Group Mestdag: Super M and Champion | | | | | | | | | |
| F2i Integrated (corporate run) Medium-Sized Distribution | 728 | 14.7 | 3.16 | 686 | 14.2 | 3.32 | 740 | 15.3 | 3.46 |
| Aldi, Delhaize "Le Lion": Delhaize 2 & Delhaize City, Lidl, Louis Delhaize Group: Profi, Laurus: Battard, Central Cash | | | | | | | | | |
| F2ni Non-Integrated (franchised) Medium-Sized Distribution | 1,086 | 24.4 | 3.52 | 1,069 | 24.9 | 3.73 | 1,043 | 24.8 | 3.98 |
| Alvo, Delhaize "Le Lion": AD Delhaize & Superettes Delhaize, Group Carrefour: Unic, Nopri, Super GB Partner, Intermarché, Samgo, Laurus: Spar, Unidis Supermarkets, Distrigroup 21: Cash Fresh, Lambrechts: Carat, Spar and other independent supermarkets with surface of 400 m ² or more | | | | | | | | | |
| F3 stores with a surface < 400 m ² ; self-service stores, traditional stores, including night stores | 8,343 | 9.4 | 0.18 | 7,619 | 8.7 | 0.19 | 6,894 | 7.9 | 0.19 |
| TOTAL NUMBER OF STORES | 10,676 | | 1.47 | 9,891 | | 1.62 | 9,192 | | 1.82 |

Source: ACNielsen - Grocery Universe 2002

IV. Best High-Value Products Prospects

The Belgian consumers are seeking, and willing to pay more for food and drink perceived as being:

| | |
|--|---|
| <ul style="list-style-type: none"> * Semi-prepared * Pre-packaged * Novel/ fun * Fresh * Organic * Snack * Traditional in value * High quality | <ul style="list-style-type: none"> * Convenient * Pre-cleaned * Quick to prepare * Exotic * Safe for children * Functional * Healthy foods |
|--|---|

Consumer Products, including seafood products, in the market, which have good sales potential, include :

- X Nuts
- X Niche market food preparations (convenience and ethnic foods)
- X Consumer-ready products (microwave meals, sauces,...)
- X Beer
- X Wine
- X Fruit Juice (citrus juice), concentrate and regular juices
- Y Salmon (fresh, smoked and canned); Molluscs/ crustaceans, Groundfish & flatfish

In Belgium, expenses for food and drinks are increasing in absolute terms while decreasing as share of income. Food and drink expenses have decreased to 15 percent of total family expenses in 2000. This trend is expected to continue. As a result of food crises, consumers are willing to pay somewhat higher prices for safety or quality certified foodstuffs. The most noticeable increases in food consumption are expected to occur in the areas of organic food and consumer-ready meals.

V. Key Contacts and Further Information

" U.S. Mailing Address for Office of Agricultural Affairs (OAA) in Belgium

Office of Agricultural Affairs, American Embassy

U.S. Mailing Address: U.S. Embassy/Brussels, FAS/EMB, PSC 82 Box 002

APO AE 09710

International Mailing Address: Regentlaan 27, B-1000 Brussels, Belgium

Tel : +32 (2) 508 2437

Fax: +32 (2) 508 2148

E-mail: AgBrussels@fas.usda.gov

AgBrussels@home.uni-one.nl

" **U.S. Agricultural Trade Information** is available at WWW.FAS.USDA.GOV

This site has links to State Departments of Agriculture, State Regional Trade Groups, U.S. Agricultural Market Development Organizations, and U.S. Food Industry Associations. Some of the information available include commodity and market research reports, import regulations and requirements.

" For information on Anuga and SIAL, contact:

ANUGA 2003

Webpage: www.exhibitpro.com

Show Contact: Matt Nicely

B-FOR International, Fredericksburg ,VA

Tel: 540-373-9935, Fax: 540-372-1414

E-mail: b-for@exhibitpro.com

USDA Contact: Sharon Cook

USDA Trade Show Office

Tel: 202-720-3425, Fax: 202-690-4374

E-mail: Sharon.Cook@usda.gov

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E-mail: ATOHamburg@fas.usda.gov

SIAL 2002

Webpage: www.sial.fr

Show Contact: Kelly Wheatley

IMEX, Management, Inc., Charlotte, NC

Tel: 704-365-0041, Fax: 704-365-8426

E-mail: sial@imexmgt.com

USDA Contact: Sharon Cook

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U.S. Embassy, Paris

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E-mail: agparis@fas.usda.gov

Other Useful Government Agencies in Belgium

Ministry of Public Health and Environment

Cité Administrative de l'Etat

Quartier Vésale

Blvd. Pachéco 19 box 5

B-1010 Brussels

Tel: +32 (2) 210 4511, Fax: +32 (2) 210 5927

Ministry of Economic Affairs
Secrétariat général
Square de Meeus 23
B-1040 Brussels
Tel: +32 (2) 506 5111, Fax: +32 (2) 514 2472

Ministry of Foreign Affairs
Rue des Petits Carmes 15
B-1000 Brussels
Tel: +32 (2) 501 8311, Fax: +32 (2) 512 7221

Ministry of Public Health
Federal Agency for Food Safety (A.F.S.C.A./F.A.V.V.)
WTC III
Boulevard Simon Bolivar 30
B-1000 Brussels
Tel: +32 (2) 208 3315, Fax: +32 (2) 208 3359

Ministry of Public Health
Institute of Veterinary Inspection (IEV/IVK)
Rue de la Loi 56
B-1040 Brussels
Tel: +32 (2) 287 0240, Fax: +32 (2) 287 0201

Ministry of Finance
Secrétariat général
Rue de la loi 14
B-1000 Brussels
Tel: +32 (2) 233 8211, Fax: +32 (2) 233 8107

Ministry of Social Affairs
Rue de la Vierge Noire 3c
B-1000 Brussels
Tel: +32 (2) 509 8111, Fax: +32 (2) 509 8530

Ministry of Finance
Central Administration for Customs and Excise Duties)
Bld du Jardin Botanique 50
B-1010 Brussels
Tel: +32 (2) 210 3011, Fax: +32 (2) 210 3313

Ministry of Economic Affairs
Industrial Property Division
North Gate III
Bld Roi Albert II 16

B-1000 Brussels

Tel: +32 (2) 206 4111, Fax: +32 (2) 206 5750

' Trade Associations

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Belgafood

Belgian Professional Union for the Import of Foods

Rue St. Bernard 60

B-1060 Brussels

Tel: +32 (2) 537 3060, Fax: +32 (2) 539 4026

E-mail: belgafood@fedis.be

FEVIA

Federation of Agricultural and Food Related Industries

Avenue des Arts 43

B-1040 Brussels

Tel: +32 (2) 550 1742, Fax: +32 (2) 550 1754

E-mail: cm@fevia.be

FEDIS

Belgian Federation of Distribution Enterprises

Rue Saint Bernard 60

B-1060 Brussels

Tel: +32 (2) 537 3060, Fax: +32 (2) 539 4026

E-mail: info@fedis.be

European Center for Fruits and Vegetables

Quai des Usines 112-154

B-1000 Brussels

Tel: +32 (2) 242 6021, Fax: +32 (2) 245 2727

E-mail: info@cefl-ecfg.be

Belgian Federation of Importers, Exporters, Wholesalers
of Fruits, Vegetables and Early Season Produce

Quai des Usines 112-154

B-1000 Brussels

Tel: +32 (2) 215 9050, Fax: +32 (2) 215 6863

E-mail: nufeg@skynet.be

FRESHFEL EUROPE (European Fresh Produce Association)

UNCLASSIFIED

Foreign Agricultural Service/USDA

Avenue de Broqueville 272 box 4
B-1200 Brussels
Tel: +32 (2) 777 1580, Fax: +32 (2) 777 1581
E-mail: info@freshfel.org

VI. APPENDIX

A. Key Trade and Demographic Information (2001)

| |
|---|
| Agricultural Imports from all Countries (\$Mil 18,020)/ U.S. Market Share (3 %) |
| Consumer Food Imports from All Countries (\$Mil 9,924)/ U.S. Market Share (2 %) |
| Edible Fishery Imports from All Countries (\$Mil 996) /U.S. Market Share (2 %) |
| Total Population (Millions 10.3)/ Annual Growth Rate (0.45 %) |
| Urban Population (Millions 6.7)/ Annual Growth Rate (0.2 %) |
| Number of Major Metropolitan Areas 6 |
| Per Capita Gross Domestic Products (US. Dollars 21,380) |
| Per Capita Food Expenditures (US Dollars 2,300) |
| Percent of Female Population Employed 33 % - group 15-64 years old 51.5 % |
| Exchange rate 2000 (1US\$=BF43.76=EURO 1.117) |

B. Consumer Food & Edible Fishery Products Imports

| BELGIUM - Imports | Imports from the World | | | Imports from the U.S. | | | U.S Market Share | | |
|---|------------------------|--------|--------|-----------------------|------|------|------------------|-------|-------|
| (In Millions of Dollars) | 1999 | 2000 | 2001 | 1999 | 2000 | 2001 | 1999 | 2000 | 2001 |
| CONSUMER-ORIENTED AGRICULTURAL TOTAL | 10,107 | 9,606 | 9,924 | 200 | 189 | 156 | 2% | 2% | 2% |
| Snack Foods (Excl. Nuts) | 611 | 548 | 623 | 4 | 2 | 2 | 0.61% | 0.42% | 0.33% |
| Breakfast Cereals & Pancake Mix | 59 | 58 | 69 | 2 | 1 | 1 | 3% | 2% | 0.49% |
| Red Meats, Fresh/Chilled/Frozen | 499 | 449 | 500 | 22 | 12 | 12 | 4% | 3% | 2% |
| Red Meats, Prepared/Preserved | 293 | 299 | 341 | 1 | 1 | 1 | 0.01% | 0.01% | 0.01% |
| Poultry Meat | 197 | 197 | 242 | 0 | 0 | 0 | 0% | 0% | 0% |
| Dairy Products (Excl. Cheese) | 1,286 | 1,282 | 1,270 | 1 | 1 | 1 | 0.01% | 0% | 0.04% |
| Cheese | 731 | 694 | 759 | 1 | 1 | 0 | 0% | 0.01% | 0% |
| Eggs & Products | 61 | 59 | 54 | 3 | 3 | 1 | 4% | 6% | 0.29% |
| Fresh Fruit | 1,527 | 1,408 | 1,427 | 14 | 10 | 12 | 0.94% | 0.71% | 0.82% |
| Fresh Vegetables | 500 | 429 | 486 | 1 | 1 | 1 | 0.04% | 0.01% | 0% |
| Processed Fruit & Vegetables | 790 | 748 | 770 | 16 | 15 | 13 | 2% | 2% | 2% |
| Fruit & Vegetable Juices | 548 | 539 | 464 | 66 | 62 | 34 | 12% | 12% | 7% |
| Tree Nuts | 108 | 125 | 124 | 12 | 21 | 24 | 11% | 17% | 19% |
| Wine & Beer | 843 | 799 | 762 | 7 | 7 | 6 | 0.85% | 0.86% | 0.75% |
| Nursery Products & Cut Flowers | 276 | 271 | 288 | 4 | 4 | 6 | 1% | 2% | 2% |
| Pet Foods (Dog & Cat Food) | 234 | 229 | 233 | 14 | 12 | 15 | 6% | 5% | 6% |
| Other Consumer-Oriented Products | 1,544 | 1,474 | 1,511 | 36 | 38 | 32 | 2% | 3% | 2% |
| FISH & SEAFOOD PRODUCTS | 997 | 1,025 | 996 | 17 | 17 | 15 | 2% | 2% | 2% |
| Salmon | 78 | 79 | 72 | 5 | 6 | 5 | 7% | 7% | 7% |
| Surimi | 4 | 5 | 2 | 1 | 1 | 0 | 0.17% | 8% | 0% |
| Crustaceans | 383 | 367 | 360 | 4 | 5 | 3 | 1% | 1% | 0.74% |
| Groundfish & Flatfish | 231 | 290 | 273 | 3 | 2 | 3 | 1% | 0.59% | 0.98% |
| Molluscs | 86 | 93 | 100 | 1 | 1 | 1 | 0.67% | 0.07% | 0.64% |
| Other Fishery Products | 215 | 192 | 189 | 4 | 4 | 4 | 2% | 2% | 2% |
| AGRICULTURAL PRODUCTS TOTAL | 15,570 | 14,622 | 15,430 | 453 | 449 | 353 | 3% | 3% | 2% |
| AGRICULTURAL, FISH & FORESTRY TOTAL | 18,234 | 17,428 | 18,020 | 559 | 539 | 431 | 3% | 3% | 2% |
| Source: FAS' Global Agricultural Trade System using data from the United Nations Statistical Office | | | | | | | | | |

| LUXEMBOURG - Imports | Imports from the World | | | Imports from the U.S. | | | U.S Market Share | | |
|---|------------------------|------|------|-----------------------|------|------|------------------|-------|------|
| (In Millions of Dollars) | 1999 | 2000 | 2001 | 1999 | 2000 | 2001 | 1999 | 2000 | 2001 |
| CONSUMER-ORIENTED AGRICULTURAL TOTAL | 721 | 696 | NA | 13 | 12 | NA | 2% | 2% | 0% |
| Snack Foods (Excl. Nuts) | 52 | 53 | NA | 1 | 1 | NA | 0% | 0% | 0% |
| Breakfast Cereals & Pancake Mix | 7 | 6 | NA | 0 | 0 | NA | 0% | 0% | 0% |
| Red Meats, Fresh/Chilled/Frozen | 56 | 50 | NA | 0 | 1 | NA | 0% | 0.11% | 0% |
| Red Meats, Prepared/Preserved | 39 | 39 | NA | 0 | 0 | NA | 0% | 0% | 0% |
| Poultry Meat | 16 | 16 | NA | 0 | 0 | NA | 0% | 0% | 0% |
| Dairy Products (Excl. Cheese) | 40 | 39 | NA | 0 | 0 | NA | 0% | 0% | 0% |
| Cheese | 40 | 40 | NA | 0 | 0 | NA | 0% | 0% | 0% |
| Eggs & Products | 7 | 6 | NA | 0 | 0 | NA | 0% | 0% | 0% |
| Fresh Fruit | 37 | 34 | NA | 1 | 1 | NA | 0.04% | 0.04% | 0% |
| Fresh Vegetables | 36 | 33 | NA | 1 | 1 | NA | 0.23% | 0.24% | 0% |
| Processed Fruit & Vegetables | 40 | 39 | NA | 0 | 1 | NA | 0% | 0.01% | 0% |
| Fruit & Vegetable Juices | 12 | 12 | NA | 0 | 0 | NA | 0% | 0% | 0% |
| Tree Nuts | 34 | 38 | NA | 12 | 11 | NA | 37% | 29% | 0% |
| Wine & Beer | 85 | 82 | NA | 1 | 1 | NA | 0.05% | 0.11% | 0% |
| Nursery Products & Cut Flowers | 18 | 18 | NA | 0 | 0 | NA | 0% | 0% | 0% |
| Pet Foods (Dog & Cat Food) | 12 | 12 | NA | 0 | 1 | NA | 0% | 0.10% | 0% |
| Other Consumer-Oriented Products | 190 | 180 | NA | 1 | 1 | NA | 0.24% | 0.30% | 0% |
| | | | | | | | | | |
| FISH & SEAFOOD PRODUCTS | 57 | 59 | NA | 0 | 1 | NA | 0% | 0.10% | 0% |
| Salmon | 6 | 6 | NA | 0 | 0 | NA | 0% | 0% | 0% |
| Surimi | 1 | 1 | NA | 0 | 0 | NA | 0% | 0% | 0% |
| Crustaceans | 17 | 17 | NA | 0 | 1 | NA | 0% | 0.35% | 0% |
| Groundfish & Flatfish | 11 | 12 | NA | 0 | 0 | NA | 0% | 0% | 0% |
| Molluscs | 4 | 4 | NA | 0 | 0 | NA | 0% | 0% | 0% |
| Other Fishery Products | 19 | 20 | NA | 0 | 0 | NA | 0% | 0% | 0% |
| | | | | | | | | | |
| AGRICULTURAL PRODUCTS TOTAL | 851 | 815 | NA | 15 | 14 | NA | 2% | 2% | 0% |
| AGRICULTURAL, FISH & FORESTRY TOTAL | 1,032 | 978 | NA | 15 | 14 | NA | 1% | 1% | 0% |
| Source: FAS' Global Agricultural Trade System using data from the United Nations Statistical Office | | | | | | | | | |

C. Top 15 Suppliers of Consumer Foods & Edible Fishery Products

| CONSUMER-ORIENTED AGRICULTURAL TOTAL (Value in 1000\$) | | | |
|--|-------------|-------------|-------------|
| Reporting: Belgium - Top 15 Ranking | Import 1999 | Import 2000 | Import 2001 |
| France | 2,654,918 | 2,475,248 | 2,676,877 |
| Netherlands | 2,403,204 | 2,388,507 | 2,356,860 |
| Germany | 1,109,578 | 1,075,821 | 1,253,453 |
| Italy | 374,847 | 355,716 | 385,549 |
| Spain | 360,814 | 344,454 | 370,455 |
| United Kingdom | 415,537 | 340,245 | 303,518 |
| Brazil | 337,881 | 332,184 | 272,486 |
| New Zealand | 254,814 | 220,795 | 258,517 |
| Costa Rica | 193,745 | 176,017 | 192,134 |
| United States | 199,769 | 189,296 | 156,417 |
| South Africa | 0 | 141,566 | 149,355 |
| Colombia | 180,624 | 158,021 | 141,168 |
| Argentina | 128,082 | 112,879 | 139,250 |
| Ecuador | 73,780 | 85,002 | 96,676 |
| Ireland | 110,812 | 124,725 | 91,612 |
| Other | 1,308,533 | 1,085,329 | 1,079,842 |
| World | 10,106,954 | 9,605,829 | 9,924,207 |
| FISH & SEAFOOD PRODUCTS (Value in 1000\$) | | | |
| Reporting: Belgium - Top 15 Ranking | Import 1999 | Import 2000 | Import 2001 |
| Netherlands | 268,182 | 264,697 | 277,245 |
| France | 104,017 | 100,584 | 98,117 |
| Denmark | 87,724 | 89,747 | 85,634 |
| United Kingdom | 68,190 | 58,386 | 61,603 |
| Germany | 73,972 | 63,187 | 58,762 |
| Uganda | 10,499 | 9,373 | 43,147 |
| Iceland | 20,012 | 30,115 | 32,764 |
| Canada | 37,385 | 33,592 | 28,728 |
| Bangladesh | 21,843 | 34,459 | 27,725 |
| Vietnam | 24,959 | 21,842 | 21,511 |
| India | 14,880 | 17,275 | 17,040 |
| Spain | 14,105 | 16,082 | 16,082 |
| Sweden | 19,305 | 15,395 | 15,656 |
| Indonesia | 25,929 | 17,456 | 15,622 |
| United States | 17,416 | 17,210 | 15,027 |
| Other | 188,286 | 235,452 | 181,776 |
| World | 996,698 | 1,024,856 | 996,444 |
| Source: United Nations Statistics Division | | | |

| CONSUMER-ORIENTED AGRICULTURAL TOTAL (Value in 1000\$) | | | |
|--|-------------|-------------|-------------|
| Reporting: Luxembourg - Top 15 Ranking | Import 1999 | Import 2000 | Import 2001 |
| Belgium | 348,272 | 345,268 | 0 |
| France | 142,798 | 135,930 | 0 |
| Germany | 122,756 | 115,716 | 0 |
| Netherlands | 34,016 | 33,127 | 0 |
| Italy | 21,962 | 20,030 | 0 |
| United States | 13,069 | 11,857 | 0 |
| Portugal | 7,553 | 8,300 | 0 |
| Iran | 10,840 | 8,246 | 0 |
| Switzerland | 7,430 | 4,793 | 0 |
| Spain | 5,681 | 4,247 | 0 |
| Denmark | 2,443 | 2,312 | 0 |
| United Kingdom | 1,567 | 1,975 | 0 |
| Austria | 105 | 1,302 | 0 |
| Argentina | 734 | 943 | 0 |
| Areas NES | 497 | 778 | 0 |
| Other | 1,655 | 1,592 | 0 |
| World | 721,401 | 696,434 | 0 |
| | | | |
| FISH & SEAFOOD PRODUCTS (Value in 1000\$) | | | |
| Reporting: Luxembourg - Top 15 Ranking | Import 1999 | Import 2000 | Import 2001 |
| Belgium | 19,411 | 20,375 | NA |
| France | 13,957 | 15,535 | NA |
| Netherlands | 4,019 | 5,190 | NA |
| Germany | 3,521 | 3,492 | NA |
| China (Peoples Republic of) | 3,525 | 3,272 | NA |
| Iran | 30 | 2,829 | NA |
| Denmark | 2,658 | 2,613 | NA |
| United Kingdom | 2,565 | 2,419 | NA |
| Portugal | 1,283 | 962 | NA |
| Turkey | 666 | 659 | NA |
| Norway | 460 | 494 | NA |
| Spain | 504 | 348 | NA |
| Italy | 398 | 248 | NA |
| Areas NES | 559 | 242 | NA |
| Iceland | 359 | 205 | NA |
| Other | 3,161 | 401 | 0 |
| World | 57,067 | 59,293 | 0 |
| | | | |
| Source: United Nations Statistics Division | | | |